US Army Corps
of Engineers
Savannah District

Savannah District
2008 Business Forecast

for the
Society of American Military Engineers

Savannah, Georgia

Savannah District, US Army Corps of Engineers
December 10, 2007

US Army Corps
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Savannah District

MILITARY PROGRAM
Points of Contact

Chief, Military Program
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Chief, Army Program
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Chief, Air Force and DoD Programs
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Military Program -

Army

$1.8 Billion Under Construction

$2.46 Billion Under Design

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Military Program – Air Force

Air Force

$158 Million Under Construction

$192 Million Under Design

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Military Program

DoD, NAF, BUP & Major Reimbursable

DoD
$167M Under Construction
$560M Under Design

NAF, BUP & Major Reimbursable
$130M

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Savannah District Center of Standardization

- Company Operations Facility
- Tactical Equipment Maintenance
- Brigade Operations Complex
- Brigade/Battalion HQ Admin
- Division and Corps HQ Admin/Operations
- Deployment Facility

Military Workload

History

U.S. Army Corps of Engineers
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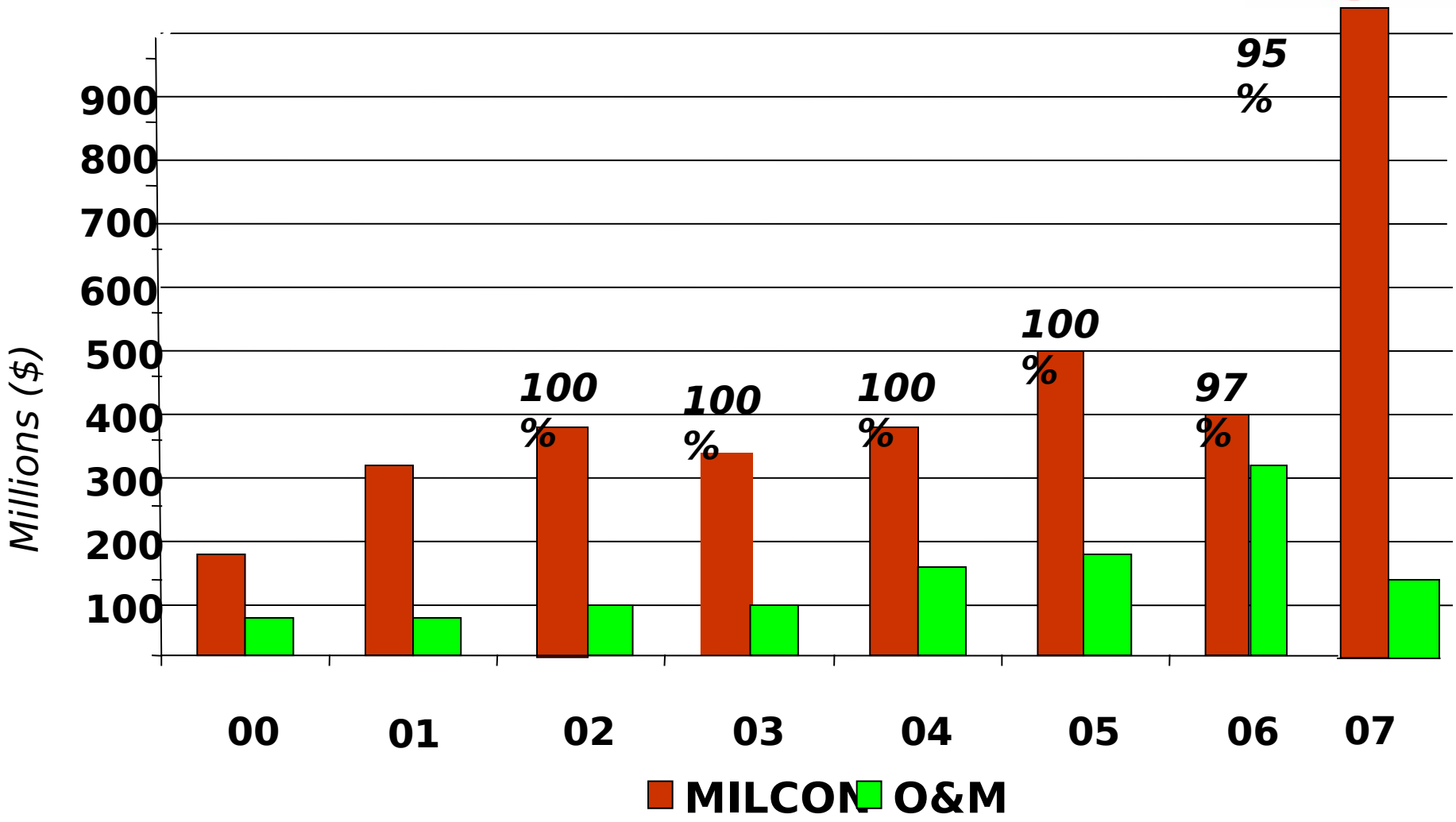
Contract Awards



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OUTLOOK
FOR
2008 AND BEYOND

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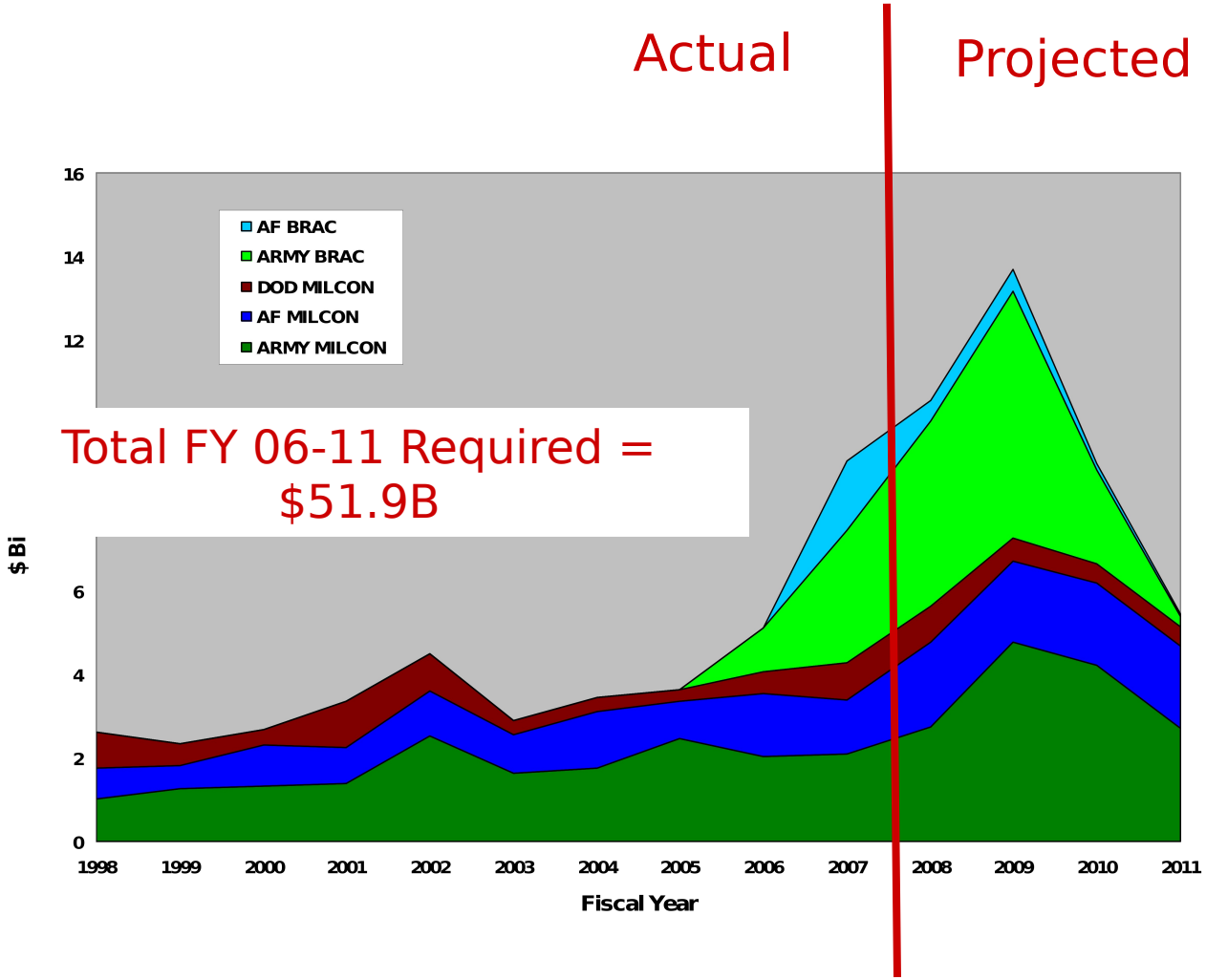
MILCON and BRAC Construction Requirements



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Military Program Trends

Army Modular Force

Global Repositioning

MILCON Transformation

BRAC

The CONSTRUCTION MARKETPLACE

KATRINA IMPACT

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Military Program Goals

- *15% cost savings and 30% time savings*
- *Facilities with a 50 year life cycle*
- *Ability to lower unit costs*
- *Adjust for fluctuating market conditions*
- *Achieve Army sustainability standards*
- *Continue to meet Small Business requirements goals*

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The Challenge

How do we solve the challenges of the

"perfect storm"?

MILCON

TRANSFORMATION…

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MILCON Transformation RFP

- ***Design-Build RFP***
- ***Solicitations from one District to the next will look alike***
- ***Construction Budget will be given***
- ***Main evaluation factors will be on "quality features"***
- ***Much less prescriptive – more performance oriented***
- ***Beginning in FY-08 standard design floor plans will be provided for most facility types***

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MILCON Transformation

ADVANTAGES OF THE MILCON TRANSFORMATION APPROACH:

- *Capitalizes on industry strengths and best practices*
- *Encourages non-traditional builders to compete*
- *Good performance can result in repeat business*
- *Repetitive nature of the work reduces learning curve, providing for lower cost, faster delivery and improved quality*
- *Facilitates incorporation of lessons learned into future task orders*
- *Allows supporting District to concentrate on one or two product lines and become the expert within the region – thru Centers of Standardization*

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Acquisition Trends

IN FY-99:

- ***65% of all solicitations were Sealed Bid***
- ***20% 8(a) negotiated***
- ***5% Design-Build***
- ***NO IDIQs for construction***

IN FY-07:

- ***NO solicitations were Sealed Bid***
- ***All were "Best-Value"***
- ***60% Design-Build***
- ***~$200 Million to 8(a) Contractors***
- ***10 8(a) SATOCs for construction***
- ***5 Unrestricted construction MATOCs or SATOCs***

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Acquisition Trends in FY 08

- NO solicitations will be Sealed Bid
- 25% plus will go to 8(a) contractors
- 80% Design-Build – primarily Army
- If not Design-Build, then Price – Performance Trade-Off
- MATOCs and SATOCs will serve as the primary contract vehicles for military construction
- Transition to Centers of Standardization and standard designs

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ROLE of the CENTERS OF STANDARDIZATION

Mr. Frank King
Engineering Division

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A Little History

Largest building program in the history of the Army!!

- **ACSIM -** ***Why do I pay for the design of a barracks over and over again?***
- **Contractor -** ***Why do I have to submit something different for every proposal in different Corps regions?***
- **Soldier -** ***Why don't my facilities look and act the same from one place to another?***
- **Installation -** ***Why can they build a Holiday Inn in eight months, yet it takes two years to build a barracks?***

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Part of the Solution – Centers of Standardization

- ***Transition and expand to become mandatory Corps design centers***
  - **Initial Operating Capability 30 Sept 06**
  - **Fully Mission Capable 1 Oct 07**

- ***Continuous Build Program***
  - **Select contractor pool building the same facility over and over**
  - **Consistent engineering/construction application**
  - **Consistent acquisition approach**
  - **Build a long-term relationship with select contractors**

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Centers of Standardization

- ***Represent Army in facility design decisions related to materiel and operational decisions (DOTMLPF)***
  - **Develop and maintain Army Standards and Standard Designs**
  - **Program Certification, Project Definition, Project Development**
  - **Life-Cycle Design Sustainment**
- ***Establish prototype models (aka "adapt-build solutions")***
- ***Execute COS facilities nationwide from the COS District – no more military boundaries***
- ***Maintain/improve prototype models***
- ***Maintain Lessons Learned***
- ***Take advantage of Building Information Modeling (BIM) tools for planning, design and construction***

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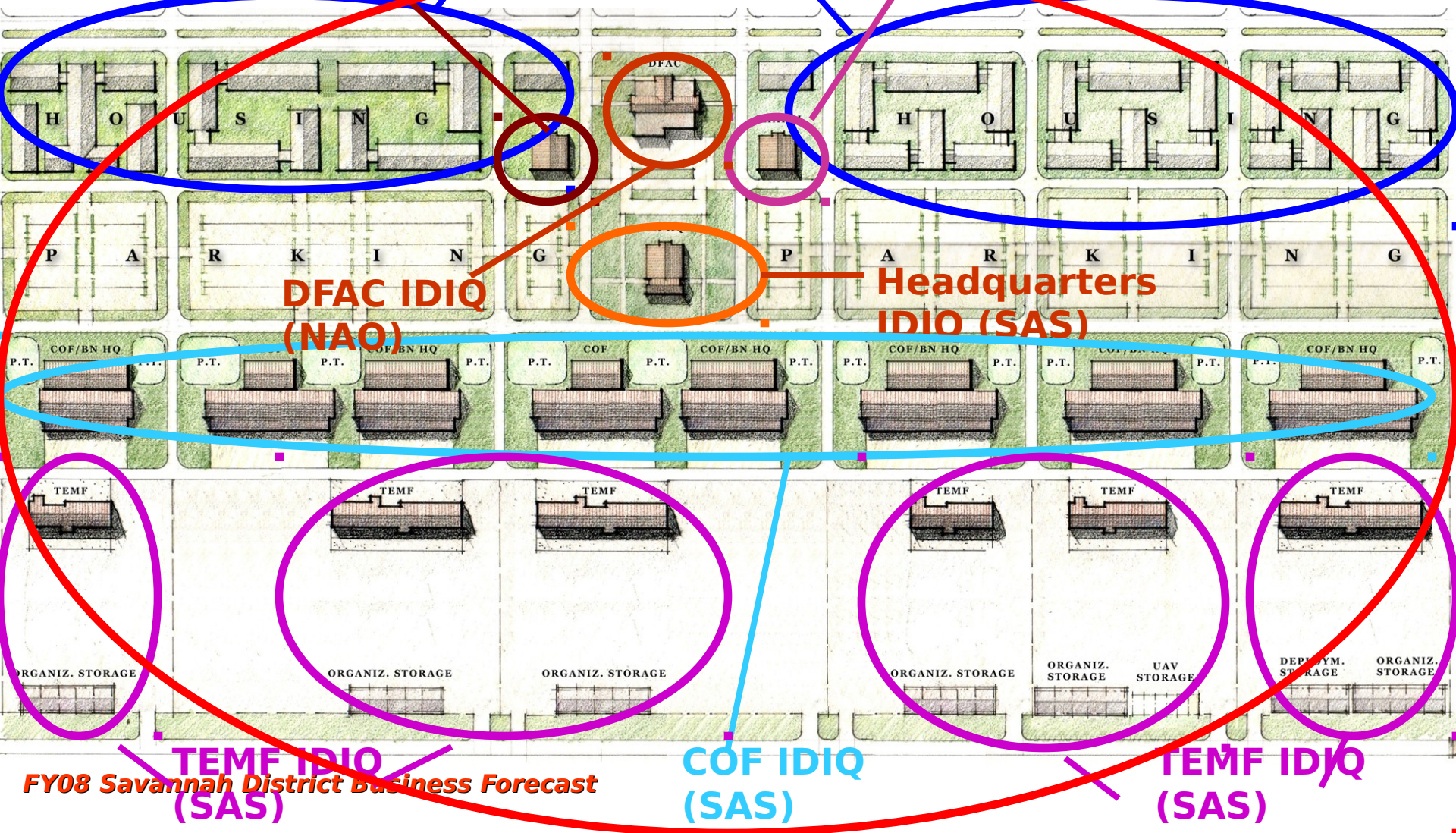
BCT Complex



FY08 Savannah District Business Forecast

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Are you crazy???

- ✘ *Field overhead costs up (CQC, safety officer, PM, PE, etc.)*
- ✘ *Coordination issues between contractors at boundaries*
- ✘ *Not enough room for all contractors*
- ✘ *Higher CD costs – pay estimates, coordination, records*
- ✘ *Multiple contracting officers and legal offices*
- ✘ *One project, multiple RMS*
- ✘ *Control of total project costs*
- ✘ *Coordinating schedules, NTP, BOD*
- ✘ *P2 nightmare*
- ✘ *Environmental permitting nightmare*

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But there's lots of good!

- ✔ *Faster, more efficient construction*
- ✔ *Best practices generated for each contractor/lessons learned*
- ✔ *Lower cost/time to prepare and award contacts*
- ✔ *Shop drawing approvals, CQC plan, schedules, carry over*
- ✔ *Economies of scale*
- ✔ *Lower contractor home office overhead*
- ✔ *Lower P&D costs*
- ✔ *Costs become predictable, better planning and programming*
- ✔ *Continuous, programmatic improvements*

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Centers of Standardization

Savannah District

- Company Operations Facilities
- Tactical Equipment Maintenance Facilities
- Brigade Operations Complex
- Brigade/Battalion HQ
- Command and Control Facilities
- Deployment Facilities

Omaha District

- Religious Facilities
- Access Control Points

Louisville District

- Army Reserve Center
- Operational Readiness Training Complex

Honolulu District

- Unaccompanied Officer Quarters
- Transient Officer Quarters

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Centers of Standardization

Fort Worth District

- UEPH
- Basic Combat Training Complex
- Advanced Individual Training
- General Purpose Warehouse
- Central Issue Warehouse

Mobile District

- Aviation – Vertical Construction
- 4-Star HQ Facilities
- National Guard Armory

Norfolk District

- General Instruction Building
- Classroom 21
- Enlisted Personnel Dining Facility
- Military Entrance Processing Station
- Family Housing RFP
- Information Systems Facility
- Criminal Investigation Facility

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Centers of Standardization

Huntsville

- Close Combat Tactical Trainer
- Military Operations Urban Terrain Facility
- Training Ranges
- Physical Fitness Center
- Outdoor Sports Facilities
- Child Development Centers
- Youth Activity Centers
- Consolidated Fire, Safety and Security Facilities
- Fire Station
- Hazardous Material Storage Facilities
- Army Community Service Centers
- Bowling Centers

Questions

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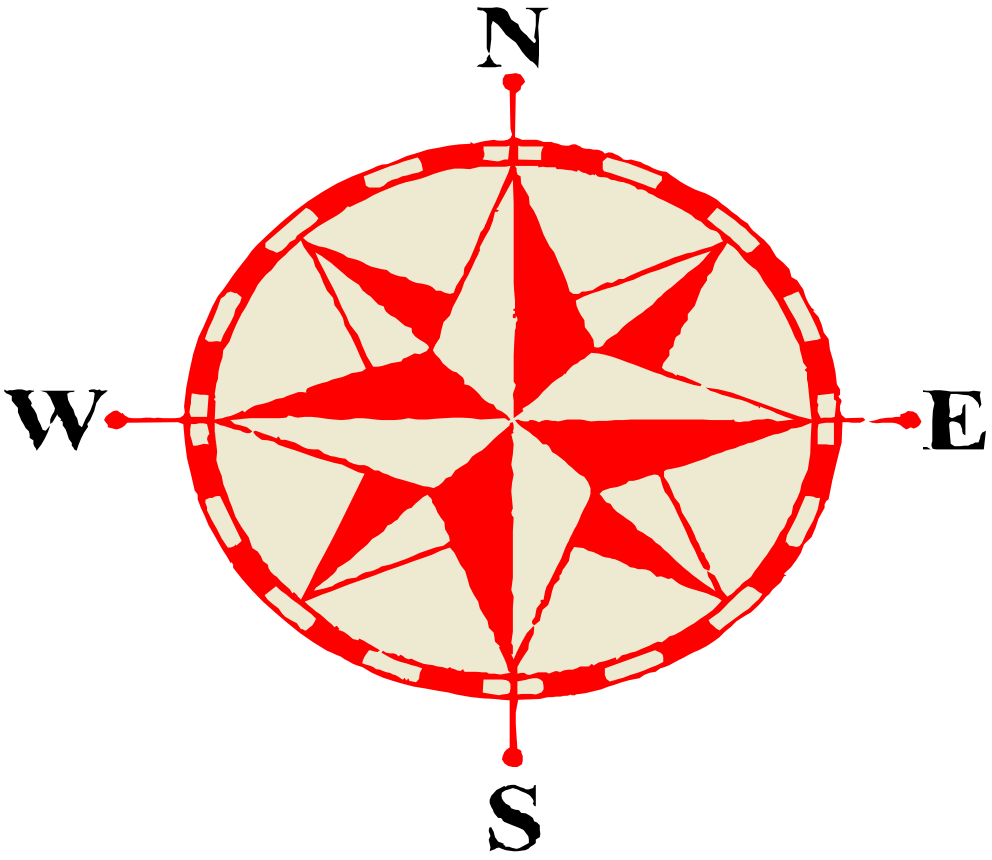
Where are we headed?



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Move to Centers of Standardization

- ***FY-07: Districts begin using MILCON Transformation RFP and regional MATOCs***

- ***FY-08 and FY-09: Transition to Centers of Standardization – capitalizing on lessons-learned from FY-07. Standard Designs for Site Adapt after FY-07. COS Districts stand up Task Order Contracts.***

- ***FY-09 and beyond: Centers of Standardization issue Task Orders of specific facility types. Geographic Districts act as "integrators".***

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Acquisition Objectives

- ***Meet Small Business Goals***
- ***Streamline procurements***
- ***Gain efficiencies in construction***

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Savannah District Small Business Goals

FY-07 SMALL BUSINESS GOALS PROJECTED OVER FY-07 THRU FY-11 MILITARY PROGRAM

	PERCENTAGE	DOLLARS (in Thousands)
Small Business	44.8%	$ 2,689,002
SDB 8(a)	19.9%	$ 1,069,121
HUBZONE	9.2%	$ 518,361
Woman Owned	5.4%	$ 369,333
SDVOSB	1.5%	$ 97,193

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Small Business Strategy

STRATEGY to MEET SMALL BUSINESS GOALS:

- Projects with construction value less than $3 Million – direct 8(a) matches and negotiated

-or-

- Approximately 14 - 8(a) SATOC contracts. Each contract has an installation or area focus.

- Construction Task Orders against Geographic SATOCs are of increased size and duration – varies from $50 - $100 Million for 5 years

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Military Program Trends

- **Preliminary Acquisition Strategy Presented for Info and Advance Planning**

- **Focused on Contracts – Not Installations**
  - ✓ **Specific facility types**
  - ✓ **Geographically oriented**

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SAVANNAH DISTRICT

FY-08 MILITARY PROGRAM BUSINESS FORECAST

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Georgia General Construction MATOC

UNRESTRICTED

Contract Number W912HN-07-D-00##

TENG CONSTRUCTION, Chicago IL	***07-D-0053***
WALLBRIDGE, Detroit, MI	***07-D-0054***
WHITING-TURNER, Baltimore, MD	***07-D-0055***
CADDELL, Fort Bragg, NC	***07-D-0056***

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North Carolina/South Carolina General Construction MATOC

UNRESTRICTED

Contract Number W912HN-07-D-00##

TTEC-TESORO J-V, Norcross, GA 07-D-0058

TENG CONSTRUCTION, Chicago IL 07-D-0059

CH2M HILL Facilities & Infrastructure, Spartanburg, SC 07-D-0060

SAUER INCORPORATED, Jacksonville, FL 07-D-0061

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Vehicle Maintenance Facilities MATOC

UNRESTRICTED

Contract Number W912HN-07-D-00##

WALLBRIDGE, Detroit, MI	**07-D-0039**
CADDELL, Fort Bragg, NC	**07-D-0040**
SHAW Environmental& Infrastructure, Jacksonville, FL	**07-D-0041**
ACC Construction, Augusta, GA	**07-D-0042**

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Large Ranges MATOC

UNRESTRICTED

Contract Number HN912W-07-D-00##

McKNIGHT Construction, Augusta, GA 07-D-0013

B.L. HARBERT Intl, Birmingham, AL 07-D-0014

TUGHILL Construction, Watertown, NY 07-D-0015

WALTON Construction, Harahan, LA 07-D-0016

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8(a) Geographic SATOCs

Contract Number W912HN-07-D-00##

07-D-0019	82nd AIRBORNE	WHITE HAWK-TODD JV
07-D-0023	South Carolina	CLEMENT Group
07-D-0024	Maneuver Center Construction	ATLANTIC MARINE
07-D-0025	North Carolina Construction	ATLANTIC MARINE
07-D-0027	Fort Bragg	ALUTIIQ Int'l
07-D-0028	Fort Benning	DMS-ALLSTAR JV
07-D-0031	Fort Stewart	CLEMENT Group
07-D-0032	Georgia	NATIVE AMERICAN SERVICE Corporation

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FY-08 Acquisition Strategy

FY-07 MILCON UNAWARDED AIR FORCE PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
Advanced Metal Finishing Facility, Robins AFB, GA	$ 30,000,000	30 SEP 08	Two-Step Design-Build – proposals received and in discussions. Amendment will be required after site decision.

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FY-08 Acquisition Strategy

FY-07 BRAC UNAWARDED AIR FORCE PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
AFRC Add/Alter Maintenance Shops, SJ AFB, NC	$1,100,000	30 JUN 08	8(a) Competitive PPT combined with KC-135 Parts Storage. Awaiting design funds.
AFRC KC-135 Parts Storage, SJ AFB, NC	$1,000,000	30 JUN 08	8(a) Competitive PPT combined with Add/Alter Maintenance Shops. Awaiting design funds.
F-100 Propulsion Shop, SJ AFB, NC	$2,100,000	30 SEP 08	Task Order against SC SATOC. Negotiations underway.

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FY-08 Acquisition Strategy

FY-08 MILCON AIR FORCE PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
Aircraft Component Repair Facility, Robins AFB, GA	$ 14,700,000	31 MAR 08	Two-Step Design-Build – Phase 2 issued 8 Nov 07, Proposals due 3 Jan 08.

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FY-08 Acquisition Strategy

FY-08 MILCON AIR FORCE PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
120 Person Airman Dormitory, Moody, AFB, GA	$ 14,000,000	31 MAR 08	8(a) Competitive Price-Performance Trade-Off (PPT). Proposals received 13 Nov 07.
T-34 Engine Shop, Moody AFB, GA	$ 6,800,000	30 SEP 08	HUBZONE Design-Build MATOC.

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FY-08 Acquisition Strategy

FY-07 UNAWARDED BRAC DOD PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
General Purpose Warehouse, Robins AFB, GA	$ 24,200,000	30 JUN 08	PRICE – PERFORMANCE TRADEOFF
Relocate USMC Reserve Center to Robins AFB, GA	$ 14,330,000	31 Dec 07	AWARDED 21 Nov 07.

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FY-08 Acquisition Strategy

FY-08 DOD PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
SOF Ops/Intel Addition, Fort Bragg, NC	$ 8,000,000	31 MAR 08	Price-Performance Trade-Off (PPT). Proposals due 11 Dec 07.
SOF HQs and Motor Pool, Fort Bragg, NC	$ 39,200,000	31 MAR 08	Task Order against Existing Design-Build MATOC. Proposals due 6 Dec 07.
SOF Maintenance Complex, Fort Benning, GA	$ 9,000,000	31 MAR 08	Task Order against Existing Design-Build MATOC. Proposals due 7 Jan 08.
SOF Battalion HQs Complex, Fort Benning, GA	$ 21,000,000	31 MAR 08	Task Order against Existing Design-Build MATOC. Proposals due 7 Jan 08.

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FY-08 Acquisition Strategy

FY-08 DOD PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
SOF Regimental HQs Addition	$ 5,000,000	31 MAR 08	Task Order against Existing Design-Build MATOC. Proposals received 13 Nov 07.
SOF Company HQs, HAAF	$ 13,800,000	31 MAR 08	Task Order against Existing Design-Build MATOC. Proposals due 6 Dec 07.
NSA/CSS-GEORGIA	$ 100,000,000	31 DEC 07	Incremental Funding of FY-06 Project. Awaiting funds to award.

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FY-08 Acquisition Strategy

FY-08 DoD BRAC PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
General Purpose Warehouse, Tinker AFB, OK	$ 22,000,000	NA	Acquisition by Kansas City District.
*Robinson Health Clinic, Fort Bragg, NC	$ 16,500,000	31 MAY 08	Price-Performance Trade-Off (PPT)
*Harmony Church Health Clinic, Fort Benning, GA	$ 16,000,000	30 SEP 08	Two-Step Design-Build. Issue Phase One on 7 Dec 07.
*2 Dental Clinic Additions, Fort Benning, GA	$ 8,650,000	30 SEP 08	Task Order against Existing GA General Construction MATOC.

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FY-08 Acquisition Strategy

FY-07 MILCON UNAWARDED ARMY PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
Digital Multipurpose Range, Ft. Bragg, NC	$ 28,000,000	30 SEP 08	Task Order - MATOC Reprogramming action
Digital Multipurpose Range, Ft. Stewart, GA	$ 34,000,000	30 SEP 08	Task Order - MATOC Reprogramming action
Center Wharf, MOTSU, NC	$ 46,000,000	30 SEP 08	PPT Reprogramming action

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FY-08 Acquisition Strategy

FY-07 MILCON UNAWARDED ARMY PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
Unit Operations Facility, Ft. Bragg, NC	$ 11,800,000	30 Mar 08	COF MATOC TEMF MATOC
Unit Operations Facility, Ft. Stewart, GA	$ 30,500,000	31 Jan 08	Task Order – SAM MATOC
Mobilization Center, Ft. Gordon, GA	$ 1,100,000	30 Mar 08	8A Negotiated

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FY-08 Acquisition Strategy

FY-08 MILCON ARMY PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
4th BCT Barracks Ph III, Ft. Bragg, NC	$ 47,000,000	31 Dec 2007	Incrementally funded with FY-06/07, $37M committed on 23 Nov 07.
Unit Operations Facilities, Ft. Bragg, NC	$ 88,000,000	30 May 08	TEMF MATOC AMMO Area – GC MATOC
Unit Operations Facilities, Ft. Bragg, NC	$ 54,000,000	1 Sep 08	General Construction (GC) MATOC
GROW the Force Barracks, Ft. Bragg, NC	$ 73,000,000	1 Sep 08	SWF MATOC

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FY-08 Acquisition Strategy

FY-08 MILCON ARMY PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
UEPH Student Barracks Ft. Bragg, NC	$ 47,000,000	31 MAR 08	Task Order - Barracks MATOC
Chilled Water System Ft. Bragg, NC	$ 1,250,000	30 Jun 08	DPW ESPC
Indoor Baffle Range Ft. Bragg, NC	$ 4,800,000	1 Sep 08	HUBZONE MATOC
Modified Record Range Ft. Benning, GA	$ 5,800,000	30 Apr 08	8A Range MATOC

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FY-08 Acquisition Strategy

FY-08 MILCON ARMY PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
Reception Station PH 1 Ft. Benning, GA	$ 51,000,000	31 Mar 08	Main Bldgs. - GC MATOC DFAC – Norfolk MATOC
Trainee Barracks III Ft. Benning, GA	$ 73,000,000	31 Mar 08	Ft. Worth – MATOC (Seed Project)
Simulation Training Fac. Ft. Benning, GA	$ 56,000,000	31 Mar 08	Task Order - GC MATOC
Ground Coupling Heating Ft. Benning, GA	$ 660,000	30 Mar 08	8A Negotiated

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FY-08 Acquisition Strategy

FY-08 MILCON ARMY PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
Barracks Complex Ft. Stewart, GA	$ 25,000,000	31 Mar 08	Task Order – GC MATOC
Brigade Combat Team II Ft. Stewart, GA	$26,000,000	31 Mar 08	Task Order - GC MATOC
Unit Operations Facilities Ft. Stewart, GA	$ 16,000,000	3 Mar 08	8A TEMF MATOC 8A COF MATOC
Unit Operations Facilities Ft. Stewart, GA	$ 15,000,000	3 Mar 08	8A TEMF MATOC 8A COF MATOC

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FY-08 Acquisition Strategy

FY-08 MILCON ARMY PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
Whole Barracks PH IV Ft. Stewart, GA	$ 36,000,000	31 Jul 08	8A – COF MATOC 8A – BN MATOC Barracks – GC MATOC
Fire Station Ft. Stewart, GA	$5,500,000	31 May 08	Task Order - HNS MATOC
Soldier Family Assistance Ft. Stewart, GA	$ 6,000,000	30 Jun 08	8A – GC MATOC
UMCS 30 Buildings Ft. Stewart, GA	$ 1,500,000	31 Mar 08	Task Order - IDIQ

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FY-08 Acquisition Strategy

FY-08 MILCON ARMY PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
Basic Training Complex Ft. Jackson, SC	$85,000,000	30 Jun 08	Barracks – SWF MATOC DFAC – Norfolk Site/Utility – GC MATOC
Ground Coupling Heat Ft. Gordon, GA	$ 1,100,000	31 Mar 08	8a Match
Convert Variable Speed Ft. Gordon, GA	$ 2,600,000	31 May 08	8A Match
Remote Training Sites Ft. Gordon, GA	$ 1,200,000	30 Jun 08	8A Match

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FY-08
Acquisition Strategy

FY-08 MILCON ARMY PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
Remote Training Sites Ft. Gordon, GA	$ 860,000	30 Jun 08	8A Match
Facility Improvement MOTSU, NC	$ 400,000	31 May 08	Task Order - IDIQ
Child Dev Center Ft. Bragg, NC	$7,900,000	30 Jun 08	CDC - MATOC

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FY-08 BRAC ARMY PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
FORSCOM/USARC HQ Ft. Bragg, NC	$ 300,000,000	30 Jun 08	Design/Build RFP
16th CAV Regiment HQ Ft. Benning, GA	$24,000,000	30 Apr 08	Main HQ – GC MATOC GIB – Norfolk MATOC
Unit Maint Facility Ft. Benning, GA	$ 37,000,000	31 Mar 08	Task Order – GC MATOC
Training Brigade Complex Ft. Benning, GA	$73,000,000	31 Mar 08	VM Inst. – GC MATOC * Barracks – SWF MATOC

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FY-08 Acquisition Strategy

FY-08 BRAC ARMY PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
Conversion Training Ctr Ft. Benning, GA	$ 3,800,000	31 Mar 08	Task Order – GC MATOC
Modified Record Range Ft. Benning, GA	$4,900,000	15 Feb 08	8A Range MATOC Seed Project
Modified Record Range Ft. Benning, GA	$4,500,000	30 Apr 08	8A Range MATOC
Modified Record Range Ft. Benning, GA	$4,500,000	30 Apr 08	8A Range MATOC

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FY-08 Acquisition Strategy

FY-08 BRAC ARMY PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
Stationary Gunn. Range Ft. Benning, GA	$ 3,800,000	15 Feb 08	8A Range MATOC Seed Project
Fire & Movement Range Ft. Benning, GA	$2,400,000	15 Feb 08	8A Negotiated
Utility Infrastructure Ft. Benning, GA	$148,000,000	30 Apr 08	Multiple Contracts
Joint Religious Training Ft. Jackson	$11,600,000	28 Feb 08	Task Order – GC MATOC
Drill Sergeant School Ft. Jackson, SC	$24,000,000	28 Feb 08	Task Order - GC MATOC

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FY-08 Acquisition Strategy

FY-08 SUPPLEMENTAL ARMY PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
Enlisted UEPH Ft. Bragg, NC	$ 31,000,000	30 Sep 08	Barracks – SWF MATOC* Battalion – COS MATOC
Company Headquarters Ft. Bragg, NC	$2,500,000	30 Jun 08	COS MATOC
Barracks Complex Ft. Bragg, NC	$ 34,000,000	30 Jun 08	Barracks – SWF MATOC COF – COS MATOC *
Barracks Complex Ft. Bragg, NC	$35,000,000	30 Sep 08	Barracks – SWF MATOC* BN – COS MATOC COF – COS MATOC

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FY-08 Acquisition Strategy

FY-08 SUPPLEMENTAL ARMY PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
Enlisted UEPH Ft. Bragg, NC	$ 19,000,000	30 Jun 08	Barracks – SWF MATOC*
Company Headquarters Ft. Bragg, NC	$15,000,000	30 Jun 08	COS MATOC
Vehicle Maintenance Fac Ft. Bragg, NC	$ 15,000,000	30 Jun 08	TEMF – COS MATOC DFAC – Norfolk MATOC
Child Dev Center Ft. Bragg, NC	$7,800,000	31 Jun 08	HNC - COS MATOC*

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FY-08 Acquisition Strategy

FY-08 SUPPLEMENTAL ARMY PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
Chapel Ft. Bragg, NC	$ 11,200,000	30 Jun 08	Task Order - SAS MATOC*
Child Dev Center Ft. Bragg, NC	$7,300,000	31 Jun 08	HNC - COS MATOC*
Operations Readiness Training Complex Ft. Bragg, NC	$ 38,000,000	30 Jul 08	Task Order - SAS MATOC
Physical Fitness Center Ft. Stewart, GA	$20,000,000	30 Jun 08	HNC - COS MATOC*

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FY-08 Acquisition Strategy

FY-08 SUPPLEMENTAL ARMY PROGRAM

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
Chapel Ft. Stewart, GA	$ 9,200,000	30 Jun 08	Task Order - SAS MATOC*
Chapel Ft. Jackson, SC	$8,500,000	31 Jun 08	Task Order - SAS MATOC*
Child Development Ctr Ft. Gordon, GA	$ 7,600,000	30 Jul 08	HNC - COS MATOC* Task Order - SAS MATOC

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How Do I Get Ready?

- *Design-build partnerships*
- *Past performance*
- *Research*
  - *Types of facilities*
  - *Standards*
  - *RFP requirements*
- *Bonding Capabilities*
- *Mentor-Protégé Relationships*
- *Joint Ventures with 8(a), HUBZONE, Woman-owned, SDVOSB*

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How Do You Win?

FIRST: **Cost must meet budget**

THEN:

- ***Quality of construction – materials, techniques, finishes, equipment***
- ***Schedule – faster, find ways to short cut***
- ***Past performance – best predictor of future performance***

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Take Away Points

Design-Build Proposals are expected to meet the budget given in the RFP

- **Forget what you have always done for us in the past – use the latitude that the MILCON Transformation RFP allows**
- **Be creative**
- **Be innovative**
- **Use non-traditional construction, materials, and techniques**

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Take Away Points

(Continued)

- ***Environment is increasingly competitive***
  - ✓ ***Increased number of responses***
  - ✓ ***Increase in "first-time" companies***
- ***Past performance is critical !***
- ***Respond to ALL RFP requirements***
- ***Pay attention to weight and significance assigned to specific factors***

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Take Away Points

(Continued)

- ***Meeting the minimum requirements earns a rating of "Satisfactory", not "Outstanding"***
- ***Get debriefed – even if you are selected – it is the best way for contractors to learn how to improve their submittals***
- ***Form your teams NOW!***
- ***There are significant opportunities for large, unrestricted contractors and small and small disadvantaged business firms to work together***

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Savannah District

MILITARY PROGRAM
Points of Contact

Chief, Military Program
Tim Corley 912-652-5420

Chief, Army Program
Diego Martinez 912-652-5738

Chief, Air Force and DoD Programs
Steve Turner 912-652-5722

Chief, Standardization Program
Mike Sydow 912-652-5625

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ARCHITECT-ENGINEERING CONTRACTING

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A-E Contracting

At any given time, Savannah District

has between

30 and 40 active A-E Contracts

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Typical Annual Selections

- 3 Army Program – barracks, motor pools, headquarters
- 3 Air Force – hangars and airfields
- 3 Special Operations – secure, unique facilities
- 3 Medical/Laboratory Design
- 3 Master Planning
- 4 General Construction – usually shared with an Installation – Forts Benning, Jackson, Gordon, Stewart
- 4 to 6 General Construction – maintenance and repair managed by an installation – Fort Bragg, NC
- 1 Specialty – Value Engineering, Aerial Mapping and Photography, Surveying, Materials Testing, etc.

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A-E Selections

Selections for unique or large projects are handled on a case-by-case basis:

<u>FOR EXAMPLE:</u>

NSA Operations Center $380 Million

Replacement Wharf, MOTSU $ 50 Million

FORSCOM HQs $350 Million

Fort Benning Hospital $400 Million

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A-E Contracting Trends

- ✓ ***A-E IDIQ Contracts will be the typical method of executing designs***
- ✓ ***Project specific contracts will rarely be used***
- ✓ ***Typically five announcements annually***
- ✓ ***Typically 3 to 6 selections per announcement***

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A-E Contracting Trends

- ***Contracts will typically consist of a base year and four one-year options, with a maximum limit of up to a total of $12 Million***
- ***New Submission Forms are the SF 330***
- ***POC for A-E selections is Hunter Lupton at 912-652-5574***

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District Web Site

Look for us on the web!

www.sas.usace.army.mil

Questions

US Army Corps
of Engineers
Savannah District

Environmental Program

Presented by
Mr. Mike Sydow
Chief, Environmental, IIS and COS Management Branch

10 December 2007

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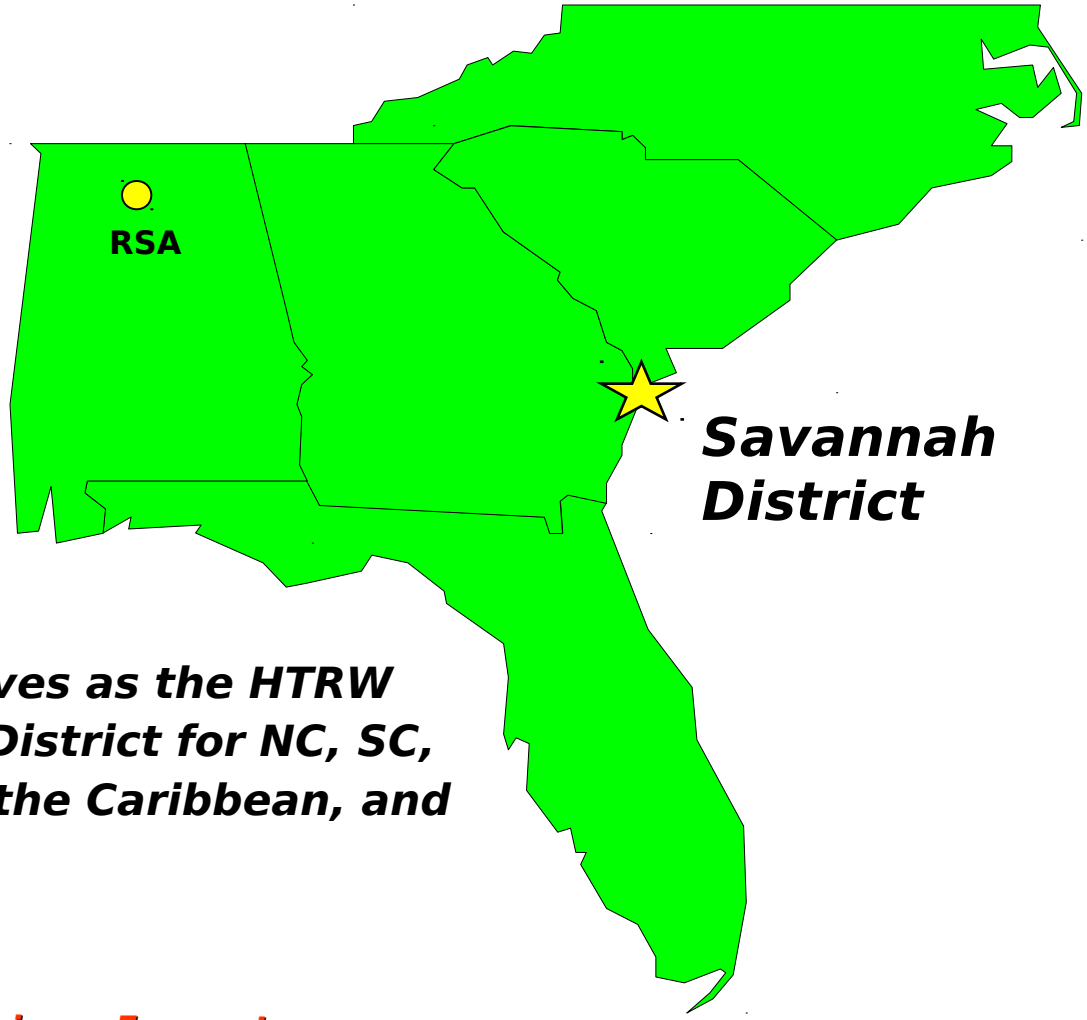
SAS Environmental AOR



SAS serves as the HTRW Design District for NC, SC, GA, FL, the Caribbean, and RSA

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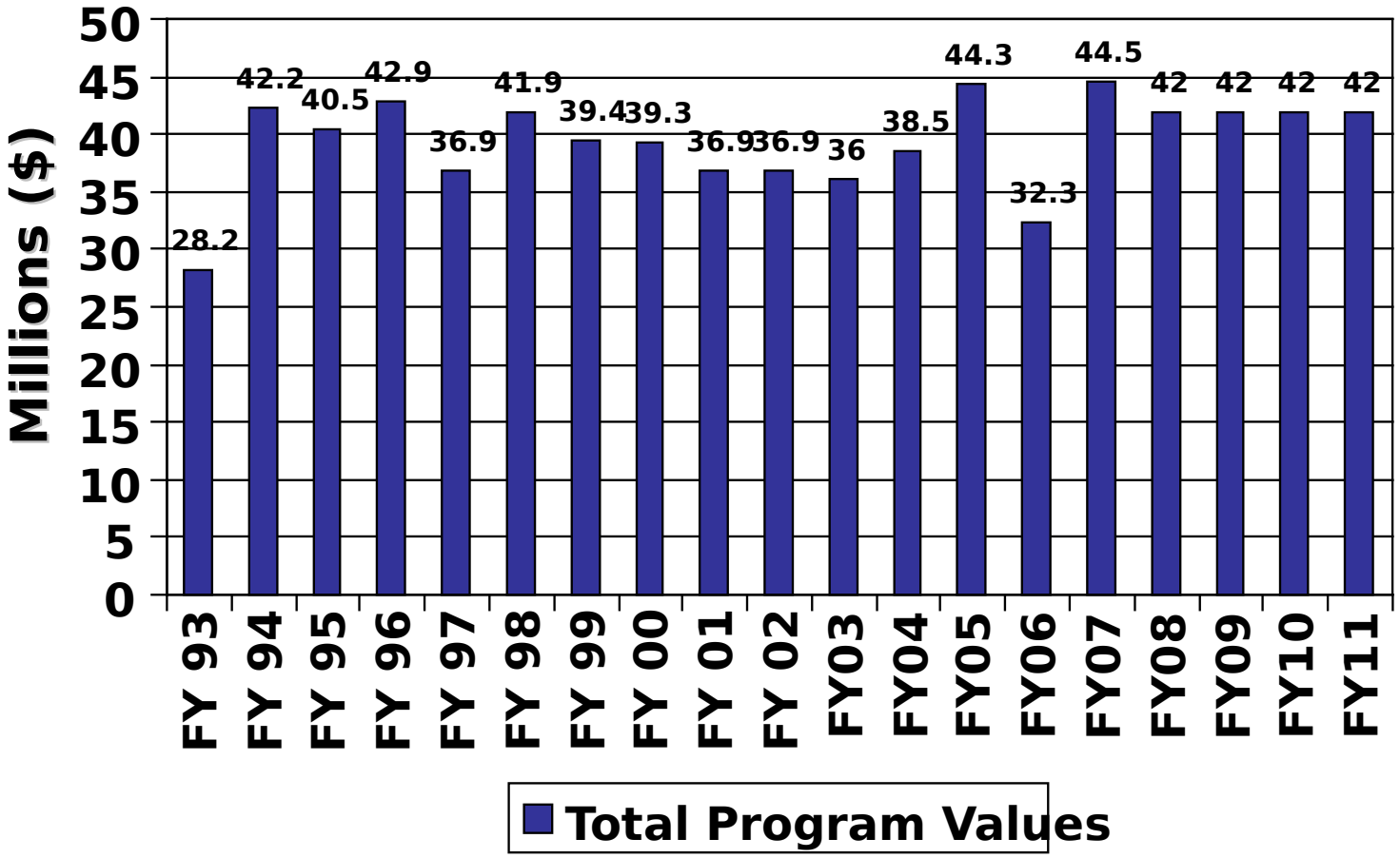
Environmental Workload Trends



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FY08 Environmental & I2S Programs

ENVIRONMENTAL RESTORATION $5M

ENVIRONMENTAL QUALITY

FUDS $23M

IIS $500K

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Environmental Contracts Current

TYPE	NUMBER	REMAINING CAPACITY	SIZE STANDARD
Laboratory Services	1	$2M	8(a)
Environmental Services	11	$12M	8(a)
Environmental Services	1	$2.5M	SDVOSB
Environmental Services	1	$9.5M	SB
Environmental Services	1	$11.5M	ANC

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Environmental Contracts Pending

TYPE	Number	CAPACITY	SIZE STANDARD
Environmental Services	1	$12M	ANC
Environmental Services	6	$21M	8(a)
Environmental Services	1	$3.5M	SDVOSB
AE Services	TBD	TBD	TBD

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Contract Trends

- ***Performance Based Contracting***
  - Increased emphasis on Incentives vs. Insurance.
  - PBA opportunities for RAO/LTM Optimization at Army Installations.

- ***AEC moving forward with Strategic Sourcing Initiative for OMA Environmental Programs***
  - ACA to acquire national or regional contracts for IMCOM.
  - Expected reduction of 50% of USACE Environmental Contract requirements by FY11.
  - Target program areas:
    - Cultural resources
    - Natural resources
    - Compliance and Pollution Prevention
    - On-site Professional Services

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Contract Trends

- ***OE Removal Authority***
  - Initiated transfer as project lead for on-site administration from HNC to SAS.
  - Could result in SAS awarding removal contracts in the future.
- ***Continued use of IDIQ Contracts***
  - SAS focus on 8(a), SDVOSB & ANC
- ***Joint Acquisition Planning to start in FY08 within SAD***
  - Formation of the Regional Environmental Council
  - Development of a joint Five Year Acquisition Strategy

Questions

US Army Corps
of Engineers
Savannah District

Civil Works Program

Presented by
Mr. Daniel Parrott
Chief, Civil Programs and Project Management Branch
Savannah District

10 December 2007

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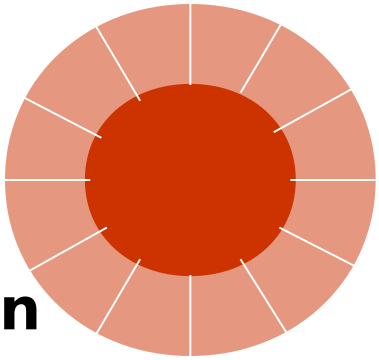
Savannah District

Civil Works Mission

Water Supply

Naviga tion

Flood Risk Manageme



Hydroelectric Energy

Recreation

Environmental Stewardship

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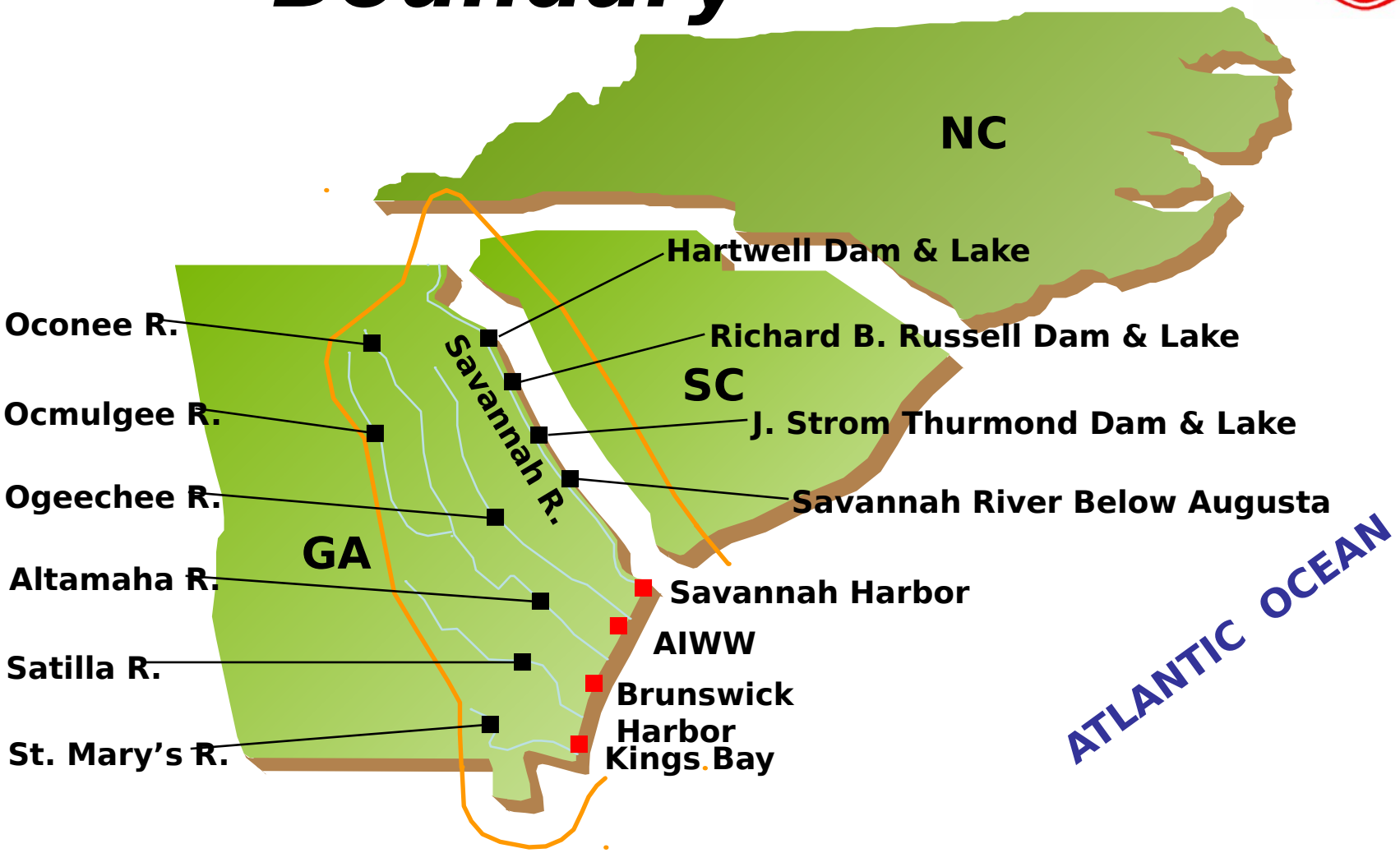
Civil Works Boundary



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Civil Works Program

Civil Works Program FY08

$95 Million

Mission

"To contribute to the national welfare by providing quality authorized water resources and emergency response programs through partnerships"

Project Purposes

Navigation, Recreation, Hydropower, Flood Risk Management, Water Supply/Water Quality, Fish & Wildlife Management

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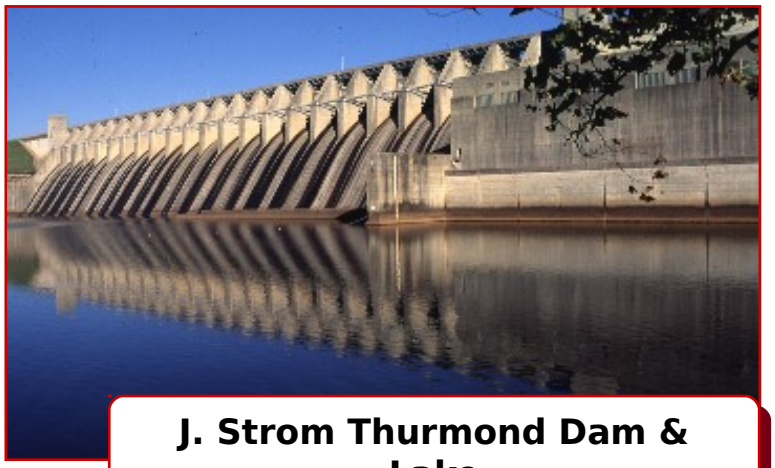
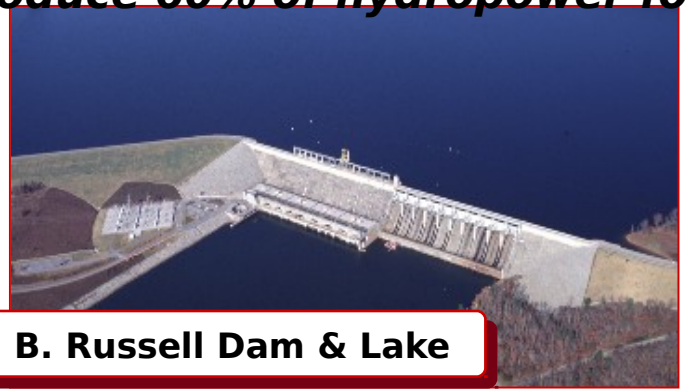
Lake Profiles
Recreation and Hydropower

- *Army Civil Works Lake Projects*
- *18 Million Visitors in FY 06 – Hartwell & Thurmond in top 5 most-visited lakes in the nation!*
- *286,473 Acres of Land and Water Managed*
- *203 Recreation Sites*
- *$2.2 Million in User Fees Collected in FY 06*
- *Largest hydropower generation east of Mississippi*
  - *Produce 60% of hydropower for SEPA*



J. Strom Thurmond Dam & Lake

Hartwell Dam & Lake



Richard B. Russell Dam & Lake

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Hartwell Project

- Top 5 Most-visited Corps lake in nation – 10.5 M visitors!
- Named to “America’s Top 100 Family Campgrounds”
- Largest Shoreline Management Program in USACE
- 76,864 acres land and water with 962 mile shoreline
- FY 07 hydropower revenue - $19.21M
- 5 turbines with 422 MW Capacity after rehab (+30%)

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Richard B. Russell Project

- Largest Corps powerplant east of the Mississippi River
- 54,672 acres of land and water with 540 miles of shoreline
- FY 07 hydropower revenue – $27.7M
  - 4 conventional turbines with 300 MW Capacity
  - 4 pumpback turbines with 300 MW Capacity
- 27 Recreation sites – 1 Million visitors

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J. Strom Thurmond Project

- **Top 5 most-visited Corps project in the nation – almost 6.2 Million Visitors!!!**
- **151,801 acres of land and water**
  - **71,100 acre lake with 80,701 acres of land**
  - **1,200 miles of shoreline (greater than the coast of CA)**
- **FY 07 hydropower revenue - $19.5 M**
- **7 generators with 364 MW capacity after rehab (+33%)**
- **76 Recreation sites**

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Savannah Harbor Navigation Project

- GPA shipped 2,338,000 Twenty Foot Equivalent (TEU's) Containers in FY07:
  - Second largest on the east coast
  - Fourth largest in the USA
  - Port of Savannah experiences an average 15% growth per year for past 5 years
- The 10 year study for the Savannah Harbor Expansion is scheduled for completion next year
  - Study is looking to deepen harbor by as much as 6 feet
  - Project could cost as much $600 million

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Brunswick Harbor Navigation Project

- Brunswick Harbor is now the 5th largest car import/export port in the USA
  - GPA Shipped 700,000 Autos to/from USA
- Dredging for Brunswick Harbor completed this year, completion of 5 years of dredging construction
- 15.2 million cubic yards of material was dredged and placed in upland and offshore disposal areas
- Savannah/Brunswick generated $6.3B in Federal/State and local taxes and 286,476 full and part-time jobs for Georgians

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Atlantic Intracoastal Waterway Project

- 161 mile low-use shallow draft waterway extending from SC to FL
- Used mostly by recreational traffic
- Not funded for full maintenance due to lack of commercial use
- Lack of upland disposal capacity limits dredging
- State of Georgia considering a larger role in providing on-going maintenance

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Savannah District

Savannah District FY08 Program Execution

PROJECT TITLE	PROGRAMMED AMOUNT	PROJECTED AWARD	ACQUISITION STRATEGY
Brunswick/Savannah Harbor Entrance Channel	$ 6,000,000	17 DEC 07	Unrestricted
Brunswick/Savannah Harbor Inner Harbor Maintenance	$ 10,200,000	16 SEP 08	Small Business
Savannah Harbor Disposal Areas 14B Dike Raising	$ 4,000,000	17 APR 08	SDVOSB
Brunswick Harbor East River Turning Basin	$ 2,000,000	18 JAN 08	SDB 8(a)
Brunswick Harbor Andrews Island Dike Raising	$ 5,500,000	15 MAY 08	SDVOSB
Russell Project JST 02 Access Road	$ 1,000,000	15 MAY 08	Small Business
Russell Project JST 02 Site Work/Cryo Equip	$ 5,000,000	8 AUG 08	Unrestricted

Questions